# Headquarters U.S. Air Force

*I n t e g r i t y - S e r v i c e - E x c e l l e n c e*

## DEAMS Government & Industry
## Risk Assessment Workshop

**18-19 Feb 04**

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Welcome &
Administrative Details

Chart 2

# *Tentative Agenda*

| | | |
|---|---|---|
| 0800 - 0815 | Welcome/Administration Details | Scott Olgeaty<br>DEAMS USTRANSCOM Increment Program Manager |
| 0815 – 0845 | Outline Competitive Pre-Award Process | Dan Fulmer<br>AFMC /DR-ACE |
| 0845 – 0930 | Outline Goals of Workshop and Overview of Risk Assessment Process | Dan Fulmer |
| 0930 - 0945 | BREAK | |
| 0945 - 1030 | Requirements Discussion | Team |
| 1030 - 1130 | Begin Risk Assessment | Team |
| 1130 - 1245 | Lunch | |
| 1245 - 1700 | Risk Assessment Continued | Team |

*Day 2  - Risk Assessment Continued  – 0800 - 1700*

Chart 3

- ❑ **Collaborative environment for identifying and discussing the top program requirements and the associated risks**
  - ❑ **Acquisition Strategy, Programmatic, Technical, etc.**

- ❑ **Results will help shape, refine and justify:**
  - ❑ **Acquisition Strategy**
  - ❑ **The Statement of Objectives (SOO)**
  - ❑ **The Request for Proposal (RFP)**
    - ❑ **Evaluation Factors**
  - ❑ **Contracting Strategy**

Chart 4

# *Participation/Expectations*

- ☐ **Two-Way information exchange between the Government & Industry imperative**
  - ☐ **Must do this as a TEAM**
  - ☐ **Leverage the team's diversity, skills, and "lesson's learned"**

- ☐ **Open Communication/Active Participation**
  - ☐ **Equal voice for everyone**
  - ☐ **Don't dominate the discussions**
  - ☐ **Limit "sidebars"**
  - ☐ **We need to hear from you!**
    - ☐ **This is your chance to have an influence**

Chart 5

- **Two very long, mind draining, days ahead of us**
  - **Need to stay on target**
  - **Focus on key requirements/risks**
  - **Be as efficient as possible**

- **Informal environment**
  - **Dress comfortably**
  - **Speak your mind**

- **We're still in the pre-solicitation stage**
  - **You're not being evaluated**

Chart 6

- **Key Pre-solicitation Activities**
  - Pre-Award Risk Workshop
  - Market Research
  - Documentation…Documentation…Documentation
    - 5000.2 Documentation
  - Quick PASS presentations
    - MSG Senior Leadership
    - Brig General Mahan
    - Lt Gen Johnson

  - Industry Day  (2 Feb 04)
    - Questions/Answers still being worked

  - Familiarization Demonstrations (3-4 Feb 04)
    - Excellent Demonstrations by all participants!
    - Still awaiting action items/clarifications

  - Industry White Papers (13 Feb 04)
    - Received papers from eight companies
    - Excellent Feedback!

Chart 7

# *Road Ahead/Key Events*

- ❑ **OSD/NII Designation of USTRANSCOM as pilot with deferral of Milestone following pilot deployment**
- ❑ **Approved Systems Requirement Document**
  - ❑ **BMMP Approval Required**
- ❑ **Release of TWCF Funds**
- ❑ **Acquisition Strategy Panel (ASP) (Mid March)**
- ❑ **RFP (Mid-late March)**
- ❑ **Source Selection activities**
- ❑ **Continued 5000.2 Documentation**
  - ❑ **Regular Updates/Incremental Releases to OSD IIPT**

Chart 8

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# Increment One Deployment (SCOTT AFB) by Oct 05!

Chart 9
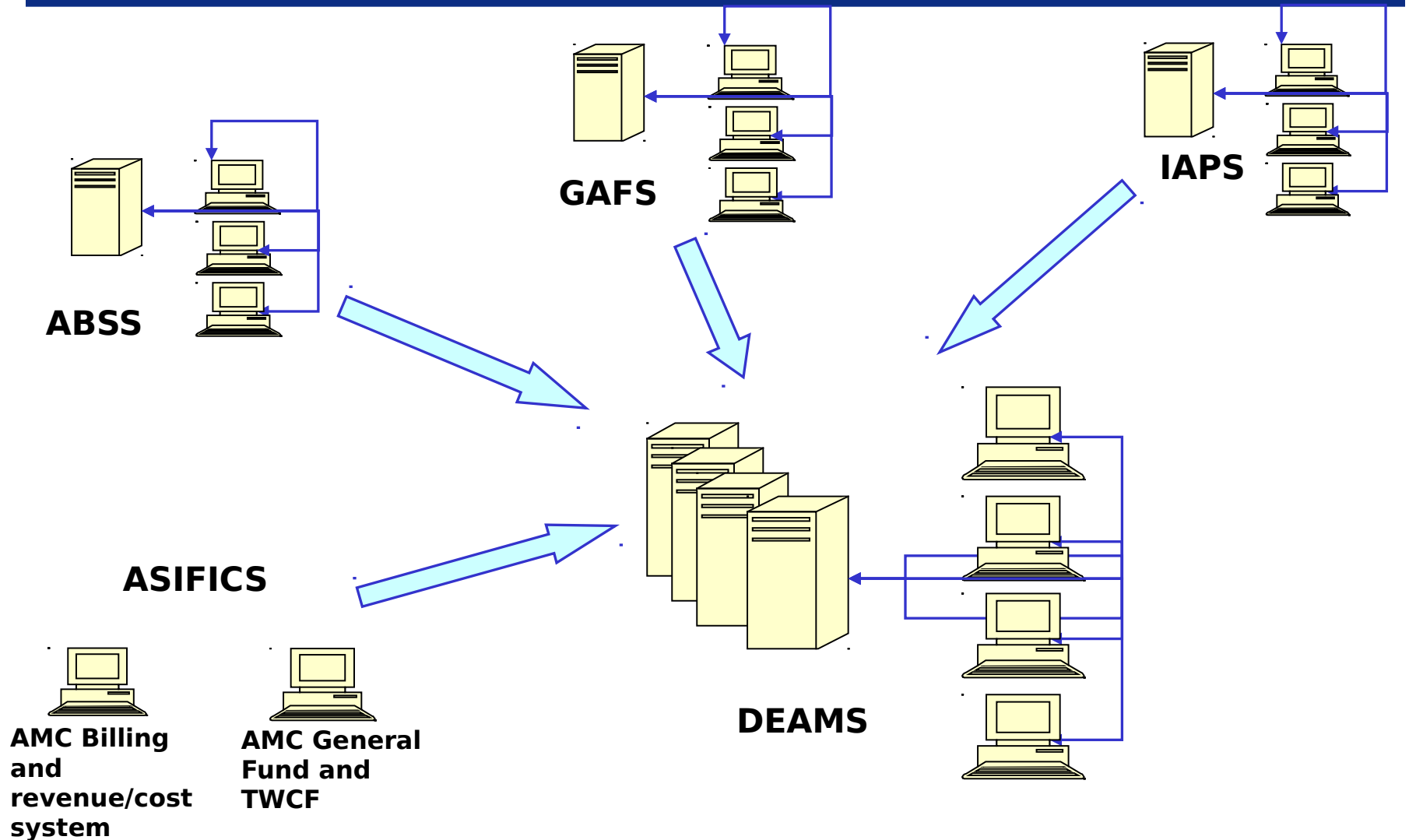
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# Backups

Chart 10

# DEAMS Scope/Increments

- ❑ **DEAMS capability deployed via incremental deliveries**
  - ❑ **Increment 1 - Pilot**
    - ❑ HQ USTRANSCOM
    - ❑ HQ Air Mobility Command (AMC)
    - ❑ Scott AFB Base Tenants
  - ❑ **Increment 2**
    - ❑ Military Surface Deployment & Distribution Command (MSDDC)
    - ❑ Military Sealift Command (MSC)
    - ❑ Remaining AMC Bases
  - ❑ **Increment 3**
    - ❑ AF MAJCOMS/HAF/SAF
  - ❑ **Future Increments**
    - ❑ Other DoD Agencies

Chart 11

# System Migration Plan

**GAFS**

**IAPS**

**ABSS**

**ASIFICS**

**DEAMS**

**AMC Billing and revenue/cost system**

**AMC General Fund and TWCF**

Chart 12

# Pre-Award Key Risks

| Key Risk | Mitigation |
|---|---|
| COTS Functionality | ■ COTS selection leads source selection process<br>■ Users integrated into COTS selection process<br>■ Utilize Fly-off (Conference Room Pilot) with FITGAP analysis |
| Single Integrator across DOD | ■ Qualify multiple integrator teams with functional domain expertise practiced in selected COTS<br>■ Competitive awards for post USTRANSCOM implementations |
| Enterprise Configuration Control | ■ Enterprise Support Services awarded with COTS<br>■ Maintain library of reusable components and Functionality<br>■ Provide configuration control,data standards and enterprise architecture standards across integrators |
| Decision Cycle Time | ■ Streamline decision process to delay Milestone decision to conclusion of Increment 1 |

Chart 13

# DEAMS Requirements
## "What are we buying?"

- **COTS Software**
    - **Licenses with maintenance support agreements**
    - **Enterprise Support Services**
        - **Configuration Documentation Coordination/Control**
        - **Data Standards**
        - **Architecture Standards**

- **Integrator Team Services**
    - **Requirements documentation/BPR analysis**
    - **Integration architecture**
    - **COTS configuration**
    - **Custom coding (As Required)**
    - **Development and Production Hardware**
    - **Change management**
    - **Deployment/Transition**
    - **Maintenance/Sustainment/Help Desk**

Chart 14

**Strategy Option A**

❑ **USTRANSCOM and DOD Scope**

❑ **Two Source Selections**

  ❑ **COTS/Enterprise Support Services**

  ❑ **Up to 5 Integrator teams**

**Strategy Option B**

❑ **USTRANSCOM and DOD Scope**

❑ **Single Source Selection for COTS Team**

  ❑ **COTS/ Enterprise Support Services**

  ❑ **Minimum of 3-5 Integrator teams**

Chart 15

# *Strategy Option – A*

- **Two Best Value Source Selection awards**
  - **COTS Licenses with DOD Options and Enterprise Support Services**
    - **Award 2 contract for COTS Fly-off and follow-on options**
  - **Up to 5 Integrator teams**
    - **IDIQ contract awarded to best value integrators**

- **PROs**
  - **Supports Traditional Industry Model**
  - **Supports upfront selection of best COTS for the environment**
  - **Creates potential for active competition of integration efforts across DOD**

- **CONs**
  - **Integrator support not available to support initial COTS selection**
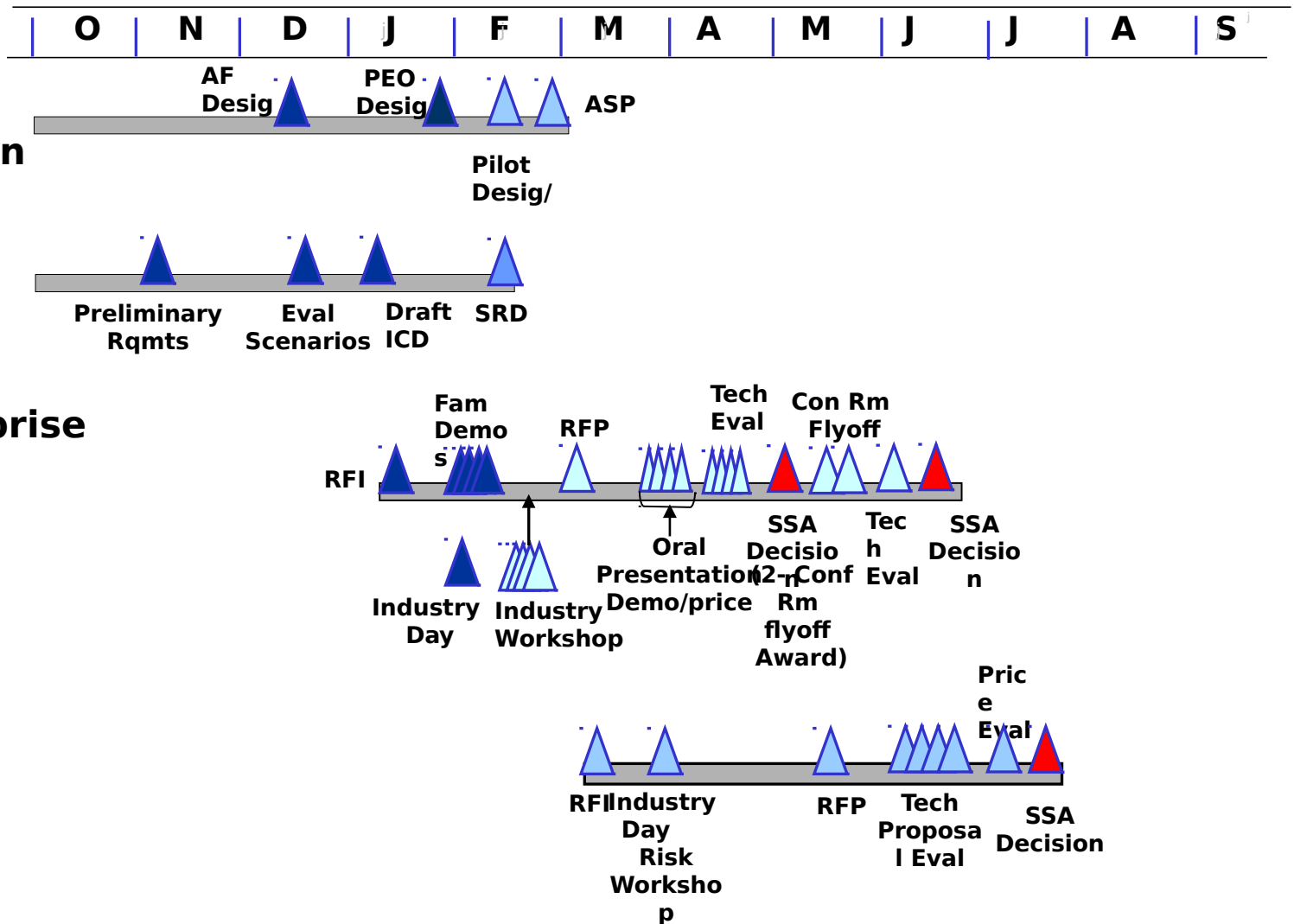  - **Two source selections processes with associated risks and schedule implications**

Chart 16

# *Strategy Option - A*

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| O | N | D | J | F | M | A | M | J | J | A | S |
|---|---|---|---|---|---|---|---|---|---|---|---|

**Acquisition Authorization**

AF Desig
PEO Desig
ASP
Pilot Desig/

**Requirements**

Preliminary Rqmts
Eval Scenarios
Draft ICD
SRD

**COTS/Enterprise Support Services**

RFI
Fam Demos
RFP
Tech Eval
Con Rm Flyoff

Oral Presentation Demo/price
SSA Decision (2nd Conf Rm flyoff Award)
Tech Eval
SSA Decision

Industry Day
Industry Workshop

**Integrators**

RFI
Industry Day
Risk Workshop
RFP
Tech Proposal Eval
Price Eval
SSA Decision

Chart 17

# *Strategy Option – B*

- ❑ **Single Best Value Source Selection award**
  - ❑ **COTS Licenses with 'DOD Options/Enterprise Support Services**
  - ❑ **3-5 Integrator teams**

- ■ **PROs**
  - ■ **Single source selection process**
  - ■ **Retains approach to select best COTS for the environment**
  - ■ **Creates potential for active competition of integration efforts across DOD**

- ■ **CONs**
  - ■ **Breaks Traditional Industry Model**
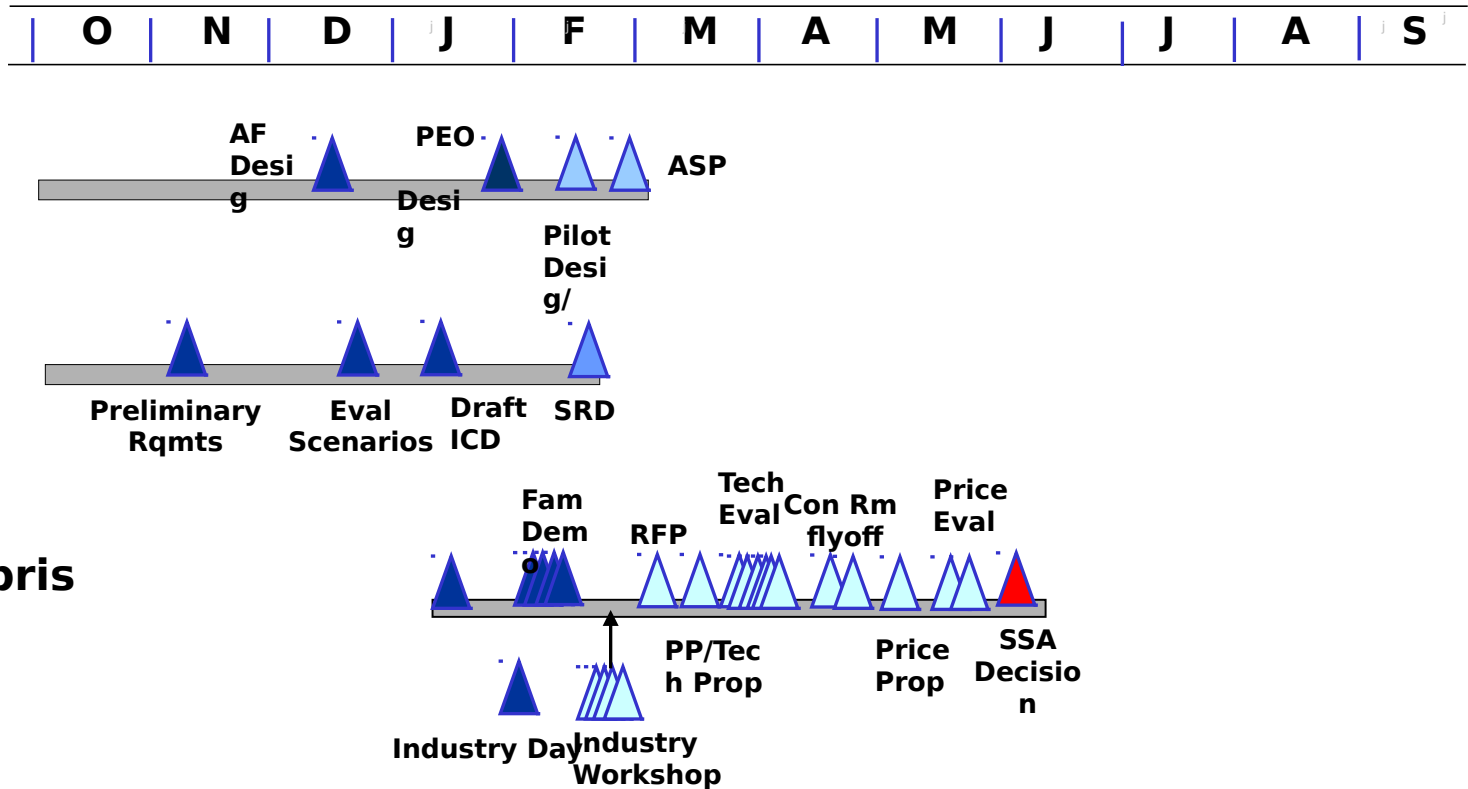  - ■ **COTS provider selects integrators for future efforts across DOD**

Chart 18

# Strategy Option - B

| O | N | D | J | F | M | A | M | J | J | A | S |

**Acquisition Authorization**

AF Desig
PEO Desig
ASP
Pilot Desig/

**Requirements**

Preliminary Rqmts
Eval Scenarios
Draft ICD
SRD

**COTS/Enterprise Support Services/ Integrators**

Fam Dem
RFP
Tech Eval
Con Rm flyoff
Price Eval
PP/Tech Prop
Price Prop
SSA Decision

Industry Day
Industry Workshop

Chart 19

# *Contracting Options*

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## Strategy Option - A
- **Single COTS Licenses/Enterprise Support Services**
  - **New 5 year Contract or utilize DOD Enterprise Contract**
  - **Far Part 12**
- **Up to 5 Service Contracts for Integrator Teams**
  - **New IDIQ Contract or utilize Enterprise IT Acquisition Contract**
    - **Incentive**
    - **FAR Part 15**

## Strategy Option – B
- **Single COTS Licenses/Enterprise Support Services/3- 5 Integrator Teams**
  - **New 5 year Contract**
  - **Incentive**

Chart 20